

Message Text

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ACTION NEA-06

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /014 W

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R 161245Z FEB 74

FM AMEMBASSY KUWAIT

TO USDOC WASHDC

INFO SECSTATE WASHDC 8785

AMEMBASSY BEIRUT

AMEMBASSY TEHRAN

UNCLAS KUWAIT 0619

BEIRUT FOR LEFEAVER

E.O. 11652: N/A

TAGS: BMEP, BEXP, ETRD, EIND: KU

SUBJ: KUWAIT STEEL MILL; MANAGEMENT CONSULTANTS NEEDED

REF: A) KUWAIT 4473 B) STATE 09706 C) KUWAIT 0270

D) STATE 06576

1. AT LATTER'S REQUEST EMBOFF MET WITH HUSSAIN AL-JASSEM, GM, KUWAIT IRON AND STEEL CO. (KISC), WHICH SEEKING TO BUILD STEEL MILL IN KUWAIT. AL-JASSEM NOW LOOKING FOR CONSULTING FIRM IN COMING MONTHS TO HELP KISC IN PLANNING ITS OVERALL MANAGEMENT STRUCTURE TO INCLUDE DESIGNING ORGANIZATION CHART AND DEFINING WORK ROLES AND INTER-RELATIONSHIPS OF VARIOUS STAFFS WITHIN COMPANY. FIRM SELECTED WILL UNDOUBTEDLY HAVE GREAT LATITUDE IN DEFINING SCOPE AND NATURE OF WORK.

2. EMBOFF INFORMED AL-JASSEM OF RECENT VISITS TO KUWAIT BY US CONSULTING FIRMS INTERESTED IN GOK REORGANIZATION STUDY AND PASSED ALONG ALL BROCHURES WE HAD ON SUCH COMPANIES. WE ALSO INFORMED IESC REGIONAL DIRECTOR RALPH SHEAFFER WHO WAS VISITING KUWAIT OF STUDY.

3. WHILE STUDY MAY NOT BE PARTICULARLY LARGE ONE, BELIEVE IT OFFERS OPPORTUNITY FOR CONSULTING COMPANIES INTERESTED

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IN WORKING IN THIS AREA TO TEST WATER ANDGET EXPOSURE

TO HIGH-LEVEL GOK OFFICIALS AND LEADING KUWAIT BUSINESSMEN CONNECTED WITH PROJECT. IN SHORT OFFERS EXCELLENT CHANCE FOR FOLLOW-ON WORK IN KUWAIT OF WHICH WE EXPECT THERE TO BE PLENTY. (SEPTEL WILL FOLLOW).

4. ACTION REQUESTED: BELIEVE COMMERCE SHOULD NOTIFY HOME OFFICES OF COMPANIES INTERESTED IN DOING WORK IN GULF OF THIS OPPORTUNITY -- ESPECIALLY THOSE INTERESTED IN GOK REORGANIZATION STUDY (SEE REF D) -- AND HAVE THEM CONTACT HUSSAIN AL-JASSEM, KISC, P.O.BOX 4586; TEL. 415878; CABLE: SULB; OR TELEX 2307. FIRMS MAY ALSO WISH INFO EMBASSY.

5. FOR BEIRUT AND TEHRAN: PLEASE NOTIFY QUALIFIED US CONSULTING FIRMS MAINTAINING REGIONAL OFFICES IN YOUR CITY OF OPPORTUNITY AND INFORM US, IF POSSIBLE, OF REACTIONS.

6. COMMENT: WITH IT APPEARING INCREASINGLY LIKELY THAT KUWAITIS WILL ISSUE TENDERS FOR CONSTRUCTION OF STEEL MILL BY MID-YEAR, IT WOULD BE EXTREMELY HELPFUL TO OUR OVERALL EFFORTS IF US CONSULTING FIRM SELECTED FOR STUDY.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CONSTRUCTION, FOREIGN INVESTMENT, TRADE PROMOTION, STEEL PLANTS, ORGANIZATION & MANAGEMENT
Control Number: n/a
Copy: SINGLE
Draft Date: 16 FEB 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974KUWAIT00619
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: KUWAIT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740227/aaaaayyh.tel
Line Count: 82
Locator: TEXT ON-LINE
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: A) KUWAIT 4473 B) STATE 09706 C) KUW, AIT 0270
Review Action: RELEASED, APPROVED
Review Authority: shawdg
Review Comment: n/a
Review Content Flags:
Review Date: 06 MAR 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <06 MAR 2002 by elbezejf>; APPROVED <29 NOV 2002 by shawdg>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: KUWAIT STEEL MILL; MANAGEMENT CONSULTANTS NEEDED
TAGS: BGEN, BEXP, ETRD, EIND, KU, KUWAIT IRON & STEEL CO, KISC, (AL-JASSEM, HUSSAIN)
To: COM
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005